

Leonardo Alvarez

Sales Enablement and Content Specialist

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Technical Curriculum Developer with experience driving innovation and cultivating both individuals and organizations to use cutting-edge technologies. Seeking to transition into Developer Advocacy role, leveraging experience in relationship building, project leadership, and technical education. Demonstrates exceptional ability to collaborate with clients and business partners, designing and implementing strategic initiatives that promote growth and nurture a culture of creativity. Uses a data-driven approach to create impactful partnerships and drive organizational success.

AREAS OF EXPERTISE

Client and Business Partner Collaboration | LMS Administration | Assessments and Evaluations | Advocacy and Relationship Building | Multimedia Development | Data Analysis and Corrective Action | Technical Writing

PROFESSIONAL EXPERIENCE

Sales Enablement and Content Specialist | IBM

2021 – 2024

- Partnered with Subject-Matter Experts to determine and develop learning objectives for courses.
- Collaborated with the Sales Enablement Center of Excellence to develop a comprehensive checklist for course developers
- Partnered with internal and external teams to build course templates.
- Gathered, developed, and assembled technical solutions for Application Modernization portfolio.
- Implemented AI-powered products and their applications in reducing repetitive work and improving business performance.
- Partnered with cross-functional teams to analyze product enhancements and developed hands-on labs showcasing the improvements.

Computer Science Instructor | Oconomowoc High School

2020 – 2021

- Spearheaded projects that focused on developing students' programming and coding skills.
- Created user guides, best practices documents, and reference materials in a virtual environment.
- Conducted engaging workshops and presentations.
- Used data-driven approaches to optimize learning experiences.

Entrepreneur | icniVaD Communications

2007 – 2021

- Planned, developed, assessed, deployed, and maintained web applications.
- Translated client requirements into application designs and system requirements.
- Provided effective troubleshooting and remediation for web applications.
- Determined coding needs for e-commerce, security, and specialized scripts, and tested website design for responsiveness and effectiveness.

SKILLS

- Learning Methods and Practices: Social Learning, Project-Based Learning, and Experiential Learning
- Deliverables: Instructor/Virtual-led trainings, Lab Setup Guides, Hands-on exercises, Infographics, and Storyboards
- Middleware: IBM App Connect Enterprise and MQ Explorer
- Tools and Technologies: Snagit, Adobe Audition, GitHub, PyCharm, Camtasia, Jira, Adobe Captivate, OpenShot, and Vyond

EDUCATION

Master of Science, Educational Leadership | Cardinal Stritch University
Bachelor of Science, Sociology and Secondary Education | Marquette University

SPEAKING ENGAGEMENTS AND CREDENTIALS

- IBM TechXChange 2023: "Development & Testing for IBM App Connect"
- IBM Certified Exam Developer 2023
- IBM Certified Developer – App Connect Enterprise
- IBM Data Visualization Using Python
- O'Reilly Media – API Fundamentals